

GETTING A START

By
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EXPERTS AND SPECIALISTS.

Vocations are divided into four great divisions; mechanics, in the practice of which one works by his hands; business, covering clerical workers, buyers and sellers; the professions, including law, medicine, teaching, preaching, etc., and specialists or experts. It is of the last named that I will speak.

The so-called specialist is one who is expert in some line, whether in mechanics, in a department of science, or in the manipulation of certain parts of business-going.

The majority of specialists are, however, expert in a department of manufacture, like expert engineers, expert electricians, etc.

The large incomes received by this class of workers have been particularly attractive, and thousands of young men train themselves in this direction and enter technical schools with this end in view.

I would not discourage ambition. I would not advise a young man to set too slow a pace or to place his goal only a short distance ahead, but I would caution him against being too optimistic and warn him not to fall under the spell of too great an ambition.

Comparatively few men ever attain expertness in anything. Because they are ordinary they remain ordinary. By study, experiences and perseverance, they are able to obtain good incomes, but few of them ever reach the top of the mountain of fame.

To succeed more than nominally as a specialist or expert one must have natural aptitude for his calling. He must have a talent which is born in him, to be developed by long and strenuous study. Then, even if he becomes an expert, it may be difficult for him to attain a position commensurate with his ability, for the demand is limited.

The technical schools are turning out proficient workers at almost incubator speed. They are flooding the market. Their graduates are reasonably sure of positions; but, as there are so many good men in this department of work, it is obvious that competition and over-supply must interfere with the rapid progress of any except those who possess unusual ability.

In the old days, when few enjoyed a liberal education, the highly school-trained man was marked for promotion; and, because he had few competitors, he was pretty sure of obtaining a commanding position. Today there are thousands of good men on the market, many of them able to assume responsibility. Because of competition, because of so great a supply of experts, even the well-trained man of more than ordinary capacity may find it difficult to attain the height of his ambition.

Nothing which I have said in this article should be construed by the reader as direct discouragement. The ambitious man, even if he has only ordinary capacity, can, if he will, meet competition and win, and he of great ability can surmount every obstacle and reach the goal of his ambition, provided, of course, he does not allow himself to depend too much upon his ability and does not refuse properly to school and otherwise train himself to meet world-wide competition.

A large proportion of failures are down, not because of lack of ability, but because they are unwilling to make proper effort to train themselves to assume responsibility.

I am presenting a typographical picture of fact, words of caution as well as those of encouragement. As President Cleveland said, "We are confronted by a condition, not a theory."

LETTING UP.

Business has little heart or consideration. It does not play favorites. It recognizes largely that which pertains to itself alone. As a young business man or as an employee, you are standing at the crossroads, one the road of business, the other the path of your own individual life and rights. You cannot neglect one without injuring the other. Each has its place, and success never comes to the man who does not recognize the importance of both. The right kind of accomplishment, however, that which counts in the long run, which makes you a better man and a better citizen, does not come from too close adherence to the road of business or from overdevotion to your own personal inclinations. Success depends upon a proper recognition of both, upon a compromise

between too strenuous business and too great a willingness to do as you please irrespective of your duty.

I would not give much for the man who cannot enjoy a ball game, or for one who sticks to his desk as though he were glued to his office chair.

No man does his best if he devotes his energy to one thing without change or diversion. A friendly game of golf will help the astronomer to discover stars. A day or a half-day in the country will make it easier for the business man to finance a difficult proposition. The over-tired teacher will benefit neither himself nor his pupils if he spends all of his off-time indoors among his books, forgetting that the application of education cannot live in devitalized air.

The time to let up is when your work does not come easy to you, when you dread it, not because you are lazy, not because the ball field is acting as a magnet, when you are so tired that you have to drag through what you do and force yourself to accomplish. Then diversion is as necessary to you as air is to the lungs. Without it you will suffocate or lose so much of your vitality that you cannot easily return to the firing line of business.

Often I hear a young man say, "I can't attend to my duties if I think of anything else," or "if I do anything else." He is wrong. He is deluding himself. He is robbing himself of the right of existence.

The men who make the most of themselves, who are able to handle great enterprises, who benefit the world by their discoveries and their expertness in science, work when they have, and work hard; but they have brains enough to know how to rest, how to obtain a change, even by force, and they rest as hard as they work, making a business of it, realizing that no machine, human or otherwise, can keep constantly turning in one direction without too great a strain on the bearings and the danger of accident. To get up, learn to let up.

DESCRIPTION OF OLD BOSTON

Interesting Old-Time Writer Well Pictured Street That Was a Feature of the City.

There is a description of Franklin place in Jacob Abbott's "Marco Paul in Boston," which was first published, we believe, in 1853. Marco and Mr. Forester while sojourning in Boston boarded in Franklin street. "Franklin place is a continuation of Franklin street. In Franklin place the line of houses is straight upon one side, and curved, like a crescent, on the other. This makes the space between the houses very wide, much wider than is necessary for a street. They have accordingly inclosed a part of this space and planted trees and shrubbery in it. The inclosure is long and narrow, and extends up and down the place in the middle of it, and has a paved street on each side between the inclosure and the houses. The inclosure is surrounded by a sort of fence or paling, and it presents a very agreeable appearance as seen from the windows of the surrounding houses; and, in fact, it makes Franklin place, in the summer season," one of the most alluring streets in Boston to the eyes of a stranger."

It was under the shrubbery of this inclosure that Marco hid the fishing pole he bought when he should have bought a flageolet. Do boys today read of Marco's adventures in New York, on the Erie canal, in Maine, in Vermont and at the Springfield armory? They should, and not only for the "elements of a salutary moral influence" that the author "endeavored to infuse" into his narrative.—Boston Globe.

Inopportune.

"Is it true that a sense of humor helps to smooth one's path through life?"

"Not if it's an exaggerated sense of humor," replied the melancholy person. "Do you see a slight discoloration under my right eye?"

"Yes."

"It's nearly gone now. About a week ago I laughed at a man who dropped a quart of whisky on the pavement."

Safe Bet.

A New Jersey town is conducting a contest to find its homeliest man. Without knowing anything about its citizens we'll bet it's the town beauty doctor.—Detroit Free Press.

STYLES ARE VARIED

REALLY NOTHING DEFINITE HAS BEEN ARRIVED AT.

Skirt of Last Autumn, However, May Be Said to Be Definitely Shelved—Cuirass Bodice Will Be a Boon for Many.

There is no settlement of the fashion question yet. Happily, the various styles which were brought over for our selection are swinging from one silhouette to another like a pendulum. There is reason to be happy about it, because it spells a certain degree of safety for the woman who knows what she wants and can find it in the heterogeneous assortment that is offered.

Some of the best American designers are insisting on the moderately narrow skirt, but the skirt of last autumn is definitely done for and must be shelved. The wide tunic over the skimpy underskirt belongs to a day that is done. The coats of last autumn are not as hopeless as the skirts and bodices, but possibly it is easier to get a new suit than alter an old skirt.

However, no one can lay a finger on any one fashion and say it is the ruling one. There seems still to be uncertainty as regards the best fashion to choose for an established winter style.

The cuirass bodice is one of the revived fashions that women greet with approval. It saves one the need of worry about the waist line. No matter what the new corsets are unable to do to flesh that has hardened into stubbornness, the medieval bodice, made of any cloth, hides a thick line and leaves the onlooker ignorant of the size of the waist beneath.

The metal cloth is preferred by Jenny for these bodices and she uses them over voluminous skirts of tulle or lace. Sometimes the lace is of metal over a taffeta foundation, and the bodice is of heavily brocaded satin or velvet. Blue predominates as a color. Black is rarely used in this kind of a frock, although Premet has sent over a model with a white tulle skirt embroidered in rhinestones that has a bodice of black plush. This has straight lines at the side and the medieval décolletage, but it does not



Dancing Skirt, With Bodice of Black Plush and Tulle Skirt Embroidered in Beads and Brilliants.

extend as low on the hips as most of these bodices do.

The epidemic of coachman's collars which came into fashion with the high crown postillion hat have been so commonly worn that a large number of women have insisted that furriers and dressmakers should invent something else. The consequence is that all kinds of chin-enveloping collars have made their appearance.

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HAT AND COIFFURE STYLES

White Felt Headgear Likely to Be the Favorite of the Younger Generation—Bead Trimmings.

The younger generation will find the hat of white felt, trimmed with a bow of ribbon or a band and tassel of beads, usually becoming, while their elders will wear the toque or sailor of fabric.

Speaking of bead trimmings, nine out of ten hats have small porcelain beads used in some form or other to adorn the brims or crowns. There are borders in conventional designs of one, two or three color combinations; tassels and cords formed of beads; bead fringe and bead encrusted bands woven in true American-Indian style.

Just one word more about the new coiffures.

The broad-brimmed sailor has brought about a change in the arrangement of our tresses. It can no longer

EVENING DRESS



The model is of cream-colored lace with a peplum of lace coming to a point on each side. The waist is made of lace laid in plaits. The shoulder straps are of blue velvet and ribbons hold the waist in place. A rose is placed in the front of the waist where the shoulder straps are sewn. A satin girdle completes the costume.

be drawn back, smooth and waveless, as it was for the summer hats, but must be wavy and looser at the sides.

The proper way to wear the sailor is tipped over one side, and this means that there must be softening strands of hair puffed out at the sides.

"Straws show which way the wind blows," they said, and judging from present indications the hat of felt or fabric promises to crowd out of existence the once popular velvet chapeau.

PETTICOAT MUST BE FLUFFY

But Flare Must Always Be So Arranged That It Falls From the Knees.

Petticoat widths are from 2 1/2 to 3 yards. Plain and accordion-plaited flounces are run with cording to remove any falling closely around the ankles or above, as few petticoats come to the ankles. If a petticoat matches the suit, it is likely to be of African brown, taupe, Russian green, black, wine, navy or purple. Plaided petticoats are darker than usual, but of rich combinations. The flare all comes from the knees down.

Chiffon and Georgette crepe petticoats are made of every shade known in dresses, from white to black. They are usually of white, flesh, black, navy, taupe, African brown, dark green or purple. A cotton petticoat should always be worn under one of chiffon, of the same color, but not as wide.

Princess slips to wear with one-piece dresses are made of cotton, mesaline, taffeta, crepe or lingerie cotton. A fine quality mohair fabric is used for petticoats, in all the shades, is very lustrous, and is washable and dust shedding and will not crack or crease. For those who prefer filmy cotton and lace petticoats under an evening dress to one of silk fine organdie is made up with tiny ruffles and val lace.

Crepe petticoats that clean and launder are gathered to a deep-hip yoke, with an accordion-plaited flounce lower down, headed by a satin ribbon run in a casing, tied at the back. White crepe petticoats of a very dressy nature are flounced with hand-painted net.

To Freshen Bows.

When you freshen the velvet bows in your hat do not take them off. Heat a curling iron and around each prong wrap a damp cloth. If you slip the iron inside each loop and open it as far as possible you will stretch the velvet into shape and steam it at the same time. How is that for an idea? Your bows will look like new.

Combinations of Fabrics.

Fashion provides so many attractive styles for combining materials that last year's frock need not stay in the closet.

A grudge nursed in secret will poison the system of any person.

For obstinate sores use Hanford's Balsam. Adv.

The only distinction some men attain is that of living to be more than eighty years old.

When a man tells a widow that she is the only woman he ever loved she takes it with a pound of salt.

To Drive Out Malaria

And Build Up The System Take the Old Standard GROVE'S TASTELESS chill TONIC. You know what you are taking, as the formula is printed on every label, showing it is Quinine and Iron in a tasteless form. The Quinine drives out malaria, the Iron builds up the system. 50 cents. Adv.

Impossible.

"Now, as to the Balkan situation—" "You'll have to excuse me. I'm in a hurry."

"Why, I was going to sum up the situation in two words."

"It can't be done."

BABY LOVES HIS BATH

With Cuticura Soap Because So Soothing When His Skin Is Hot.

These fragrant supercreamy emollients are a comfort to children. The Soap to cleanse and purify, the Ointment to soothe and heal rashes, itches, chafings, etc. Nothing more effective. May be used from the hour of birth, with absolute confidence.

Sample each free by mail with Book. Address postcard, Cuticura, Dept. XY, Boston. Sold everywhere.—Adv.

Corroborated.

"Tell me now, Jamie, what was the most wonderful thing you saw at sea?"

"I think the strangest thing I ever saw was the flying fish."

"Noo, laddie, dinna mak' a fule o' yer mither. Wha ever heard o' a fish fleein'?"

"Another strange thing I saw when crossing the Red sea. We dropped anchor, and when we raised it again there was one of the wheels of Pharaoh's chariot entangled on it."

"Aye, laddie, I believe that. We've Scripture for that."—London Tit-Bits.

Salmon Thrive in Maine.

Success has been met by the bureau of fisheries in establishing hump-back salmon on the Maine coast, according to reports from that territory. The fish were planted in February, 1914. Many fish weighing five to seven and a half pounds have been taken or seen in Penobscot river, Me., and twenty were captured alive by agents of the bureau near Bangor and held in an effort to obtain ripe eggs. From two of these fish 3,000 eggs were taken September 6, and, after fertilization, sent to the Craig Brook hatchery for incubation. Local fishermen caught and ate large numbers, and an employee of the Green Lake hatchery took fifteen fish last week. These had passed through the fishways in dams in Dennys river and were dropping down stream in a spent condition; at the same time both live and dead fish were observed below the dams.

TURN OVER TIME

When Nature Hints About the Food.

When there's no relish to food and all that one eats doesn't seem to do any good then is the time to make a turn-over in the diet, for that's Nature's way of dropping a hint that the food isn't the kind required.

"For a number of years I followed railroad work, much of it being office work of a trying nature. Meal times were our busiest; and eating too much and too quickly of food such as is commonly served in hotels and restaurants, together with the sedentary habits, were not long in giving me dyspepsia and stomach trouble which reduced my weight from 205 to 160 pounds.

"There was little relish in any food and none of it seemed to do me any good. It seemed the more I ate the poorer I got and was always hungry before another meal, no matter how much I had eaten.

"Then I commenced a trial of Grape-Nuts food, and was surprised how a small saucer of it would carry me along, strong, and with satisfied appetite, until the next meal, with no sensations of hunger, weakness or distress as before.

"I have been following this diet now for several months and my improvement has been so great all the others in my family have taken up the use of Grape-Nuts with complete satisfaction and much improvement in health.

"Most people eat hurriedly, have lots of worry, thus hindering digestion and therefore need a food that is pre-digested and concentrated in nourishment."

"There's a Reason."

Name given by Postum Co., Battle Creek, Mich.

Ever read the above letter? A new one appears from time to time. They are genuine, true, and full of human interest.